

## Message Text

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PAGE 01 STATE 106416  
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FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ PRIORITY

AMEMBASSY BOGOTA PRIORITY

AMCONSUL CALI PRIORITY

AMEMBASSY LIMA PRIORITY

AMCONSUL GUAYAQUIL PRIORITY

AMEMBASSY QUITO PRIORITY

UNCLAS STATE 106416

E.O. 11652: N/A

TAGS: EINV

SUBJECT: ANDEAN INVESTMENT MISSION

THE FOLLOWING INFORMATION RECEIVED TODAY:

1. INDIVIDUAL BIOGRAPHY, GALEN F. ANDERSON, NOKOTA COMPANY.  
MR. ANDERSON IS PRESIDENT OF THE NOKOTA COMPANY AND ITS  
SUBSIDIARY COMPANIES. BORN IN CALDWELL, IDAHO, HE  
GRADUATED FROM WASHINGTON AND LEE UNIVERSITY WITH A DEGREE  
IN COMMERCE IN 1967. AFTER SERVING TO CAPTAIN IN THE  
U.S. ARMY ORDINANCE CORPS, HE MOVED TO NEW YORK CITY AS AN  
ACCOUNTANT FOR TEXASGULF SULPHUR CORPORATION. PRESIDENT  
OF THE NOKOTA COMPANY SINCE 1971, HE HAS BEEN ACTIVE IN OIL  
DRILLING AND EXPLORATION SINCE 1965, COAL EXPLORATION AND  
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PAGE 02 STATE 106416

DEVELOPMENT SINCE 1971, INTERNATIONAL MINERAL EXPLORATION  
AND DEVELOPMENT SINCE 1973, AND INTERNATIONAL FARMING AND  
FOOD PROCESSING SINCE 1974. HE IS A MEMBER OF THE  
EXECUTIVE COMMITTEE OF THE NORTH DAKOTA LIGNITE COUNCIL  
AND THE MINING CLUB OF NEW YORK.

2. THE NOKOTA COMPANY, A PRIVATELY HELD NORTH DAKOTA

CORPORATION HEADQUARTERED IN BISMARCK, IS ACTIVELY ENGAGED IN THE ENERGY FIELD WITH 4.5 BILLION TONS OF LIGNITE DEDICATED TO NATURAL GAS UTILITIES AND 1.5 BILLION TONS UN-

COMMITTED. IT IS AN OIL PRODUCER AND ACTIVE IN RESIDENTIAL CONSTRUCTION AND REAL ESTATE DEVELOPMENT. OTHER ACTIVITIES INCLUDE MINERALS EXPLORATION AND PROJECT MANAGEMENT WITH PROGRAMS CURRENTLY ACTIVE IN LATIN AMERICA, INDONESIA, AND THE UNITED STATES OF AMERICA, AND INTERNATIONAL FARMING AND FOOD PROCESSING, PRIMARILY IN COSTA RICA. COSTA RICAN ACRIVITIES INCLUDE DIVERSIFIED FARMING, CATTLE RANCHING, AND PROCESSING OF TROPICAL FRUITS AND CERTAIN VEGETABLE VARIETIES. THE PRINCIPAL OFFICERS ARE I.J. WILHITE, CHAIRMAN; G.E. ANDERSEN, PRESIDENT; AND C.W. SKJOD, EXECUTIVE VICE PRESIDENT.

3. INDIVIDUAL BIOGRAPHY FOR MARK E. GUTIERREZ, AMERICAN SECURITY BANK. BORN AND RAISED IN METROPOLITAN NEW YORK, MARK ATTENDED GEORGETOWN UNIVERSITY'S SCHOOL OF FOREIGN SERVICE, RECEIVING A DEGREE IN INTERNATIONAL TRADE IN 1972. UPON GRADUATION MARK JOINED THE BANK OF AMERICA'S INTERNATIONAL DIVISION IN SAN FRANCISCO AND WAS LATER ASSIGNED TO BANK OF AMERICA'S INTERNATIONAL BANKING OFFICE IN LOS ANGELES, WHERE HE SPECIALIZED IN SHORT AND MEDIUM TERM TRADE FINANCE IN LATIN AMERICA AND ASIA. WHILE IN LOS ANGELES, MARK RECEIVED HIS MBA IN FINANCE FROM UNIVERSITY OF SOUTHERN CALIFORNIA. IN 1976 HE SPENT NINE MONTHS WITH THE BANK OF AMERICA IN LONDON WORKING AS A FOREIGN EXCHANGE AND MONEY MARKET CONSULTANT. IN UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 106416

FEBRUARY 1977, MARK JOINED AMERICAN SECURITY BANK AS VICE PRESIDENT IN CHARGE OF THE BANK'S LENDING PORTFOLIO IN LATIN AMERICA AND CANADA.

4. COMPANY BIOGRAPHY FOR AMERICAN SECURITY BANK. THE AMERICAN SECURITY BANK, N.A. ORIGINATED IN 1889, WHEN A GROUP OF BUSINESSMEN MET IN WASHINGTON TO ORGANIZE A CONSERVATIVE BANKING INSTITUTION. KNOWN AS THE AMERICAN SECURITY AND TRUST COMPANY, THE BANK'S CHARTER WAS ORIGINALLY GRANTED IN VIRGINIA, BUT WAS LATER REINCORPORATED IN THE DISTRICT OF COLOMBIA. THE BANK'S FIRST PRESIDENT WAS ALEXANDER T. BRITTON, WHO WAS FOLLOWED BY CHARLES BELL, COUSIN OF ALEXANDER GRAHAM BELL. IN 1957, THE AMERICAN SECURITY CORPORATION WAS ESTABLISHED, AND THE BANK'S REAL ESTATE INSURANCE, AND TRAVEL DEPARTMENTS WERE TRANSFERRED TO THE NEW CORPORATION. A MAJOR REORGANIZATION OCCURRED IN 1976, WITH THE BANK BECOMING A WHOLLY- OWNED SUBSIDIARY OF THE CORPORATION. IN 1977, THE BANK BECAME A NATIONAL ASSOCIATION AND CHANGED ITS LEGAL NAME

TO AMERICAN SECURITY BANK, N.A. TODAY WITH 30 OFFICES IN THE DISTRICT OF COLUMBIA, AMERICAN SECURITY RANKS 82ND IN DEPOSITS AND 54TH IN EARNINGS IN THE U.S.

5. INDIVIDUAL BIOGRAPHY FOR DAVID L. LANGSTON, RIEGEL TEXTILE. MR. LANGSTON RECEIVED HIS BA DEGREE FROM KENYON COLLEGE IN 1965 AND NBA FROM COLUMBIA UNVIVERSITY IN 1971. HE STUDIED AND WORKED IN FRANCE, SPENT TWO YEARS IN THE PEACE CORPS DOING AGRICULTURAL AND COMMUNITY DEVELOPMENT WORK, TWO YEARS TECHNING IN THE US AND THEN STARTED HIS CAREER IN BUSINESS. HE STARTED WITH RIEGEL IN JULY OF 1974 AND NOW HOLDS THE POSITION AS DIRECTOR OF INTERNATIONAL BUSINESS. PRIOR TO THAT HE WORKED FOR CONTINENTAL CAN AS REGIONAL MANAGER FOR BUSINESS DEVELOPMENT FOR AFRICA AND THE MIDDLE EAST. MR. LANGSTON IS RESPONSIBLE FOR RIEGEL'S ACTIVITY IN BUSINESS DEVELOPMENT, EXPORTS, TRANSFER OF TECHNOLOGY AND INVESTMENTS.

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PAGE 04 STATE 106416

6. COMPANY BIOGRAPHY FOR REIGEL TEXTILE. REIGEL IS AN INTEGRATED TEXTILE COMPANY WITH 1976 SALES OVER \$300 MILLION. THE PRINCIPAL DIVISION ARE: THE APPAREL FABRICS DIVISION WHICH MAKES DENIM PRODUCTS FOR JEANS AND OTHER ACTIVE SPORTSWEAR, CAREER APPAREL AND INDUSTRIAL FABRICS. THE HOME FURNISHING DIVISION MAKES UPHOLSTERY FABRIC AND OTHER INDUSTRIAL FABRIC. THE CONSUMER PRODUCTS DIVISION MANUFACTURES AND MARKETS FINISHED TEXTILE PRODUCTS FOR INFANTS WEAR, KITCHEN TEXTILES, AND INSTITUTIONAL PRODUCTS. CONVENIENCE PRODUCTS DIVISION MANUFACTURES AND SELLS DISPOSABLE DIAPERS PRINCIPALLY FOR PRIVATE LABEL MARKETING. THE INTERNATIONAL DIVISION HAS ENGINEERING SERVICES, LICENSING AGREEMENTS, INVESTMENTS AND A WHOLLY OWNED SUBSIDIARY IN CANADA. CHRISTOPHER

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